



Office of  
**Small Business Programs** (OSBP)  
where small business makes a **big** difference



# Tips for Success: Building and Maintaining Relationships with Prime Contractors

Moderator: Christine Munroe, Small Business Specialist

Wednesday, August 15, 2018





August 15, 2018

**Michelle Butzke**  
Lockheed Martin Space  
Commercial Civil Space



# Business Structure



## Aeronautics



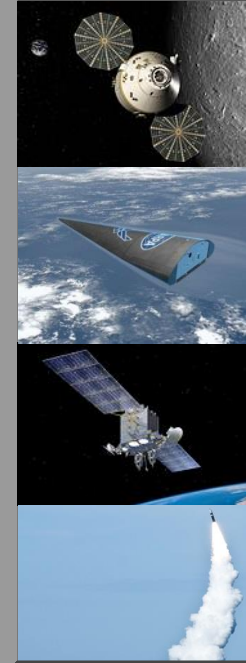
## Missiles and Fire Control



## RMS



## Space Systems



## International





# Lockheed Martin Business Areas



## Aeronautics

- Tactical Fighters
- Tactical /Strategic Airlift
- Advanced Development
- Sustainment Operations



## Missiles and Fire Control

- Air and Missile Defense
- Tactical Missiles
- Fire Control
- Combat Maneuver Systems
- Energy



## Rotary and Mission Systems

- Maritime Solutions
- Radar and Surveillance Systems
- Aviation Systems and Rotorcraft Platforms
- Training and Logistics Solutions



## Space

- Surveillance and Navigation
- Global Communications
- Human and Deep Space Exploration
- Strategic and Defensive Systems





## **New Supplier Qualities We Seek:**

- **Socio-economic status**
- **Past performance with federal customer**
- **Experience with Lockheed Martin or other Prime Contractor**
- **Experience in one of our industries**
- **Quality certifications**
- **Security clearances**
- **Location**
- **Technology unique to their company, patented**
- **Differentiating factors**
- **Supplier of needed services**





## Lockheed Martin Supplier Wire [LockheedMartin.com/US/Suppliers](https://LockheedMartin.com/US/Suppliers)



**1**

**Do your Homework  
and Identify a  
Target**

**4**

**Meet Influencers**

**2**

**Complete the  
Supplier Marketing  
Portal**

**5**

**Subscribe to SBIR/  
STTR Distribution**

**3**

**Subscribe to the  
Immediate Needs  
Bulletin Board**

**6**

**Bring Opportunities  
to Us**





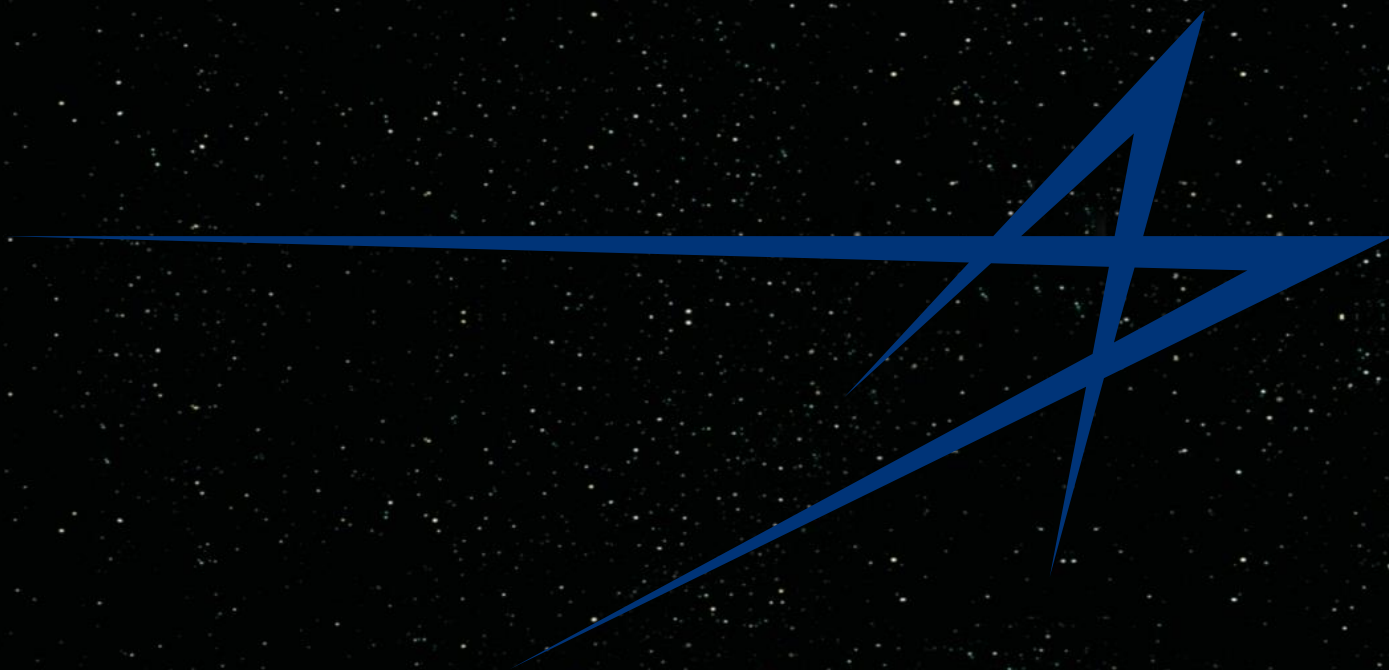
**MICHELLE BUTZKE**  
**Supplier Relations Manager**

**michelle.butzke@lmco.com**

**PATTY PIERSON**  
**Supplier Diversity Advocate**

**patricia.a.pierson@lmco.com**









# **Building & Maintaining Relationships with Prime Contractors**

**Toni Hall**

**SBLO**

August 2018



# Boeing History-The First 100 Years

Founded in  
**1916**  
in the Puget Sound region  
of Washington state



Became a  
**LEADING PRODUCER**  
of military and  
commercial aircraft



Completed a  
series of  
strategic  
mergers and  
acquisitions to  
become the  
**WORLD'S  
LEADING  
AEROSPACE  
COMPANY**





Boeing Airplane Co. 1916



Douglas Aircraft Co. 1921



Stearman Aircraft Co. 1927



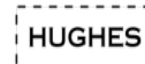
North American Aviation,  
Inc. 1935



Piasecki Helicopter 1940



McDonnell Aircraft  
Corp. 1945



Hughes Space and  
Communications 1948



McDonnell Douglas  
Corp. 1967



Rockwell International

Rockwell International 1968



The Boeing Company today

# Global Boeing



**\$94.6  
BILLION**

in 2016 revenues

Products and services support  
to customers in more than  
**150 COUNTRIES**



Manufacturing, service and  
technology partnerships  
with companies around  
the world

Contracts with more than  
**20,000**  
suppliers and  
partners globally

Approximately  
**145,000  
BOEING  
EMPLOYEES**

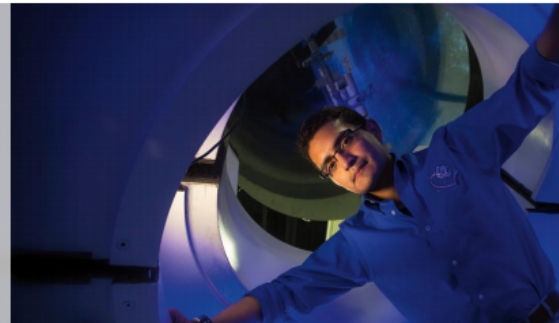


across the  
United States and  
in more than  
**65 COUNTRIES**

Research, design  
and technology-  
development  
centers and  
programs in  
multiple countries



of commercial  
airplane revenue  
historically  
from  
customers  
outside the  
United States





# NASA

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## Commercial Crew

Kennedy Space Center

|

Titusville, FL

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## ISS

Johnson Space Center

|

Houston, TX

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## SLS

Marshall Space Flight Center

|

Huntsville, AL

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# Top NAICS

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## Commercial Crew

- **336413** Other Aircraft Parts and Auxiliary Equipment Manufacturing
- **332710** Machine Shops
- **334419** Other Electronic Component Manufacturing
- **541330** Engineering Services
- **332999** All Other Miscellaneous Fabricated Metal Product Manufacturing

## ISS

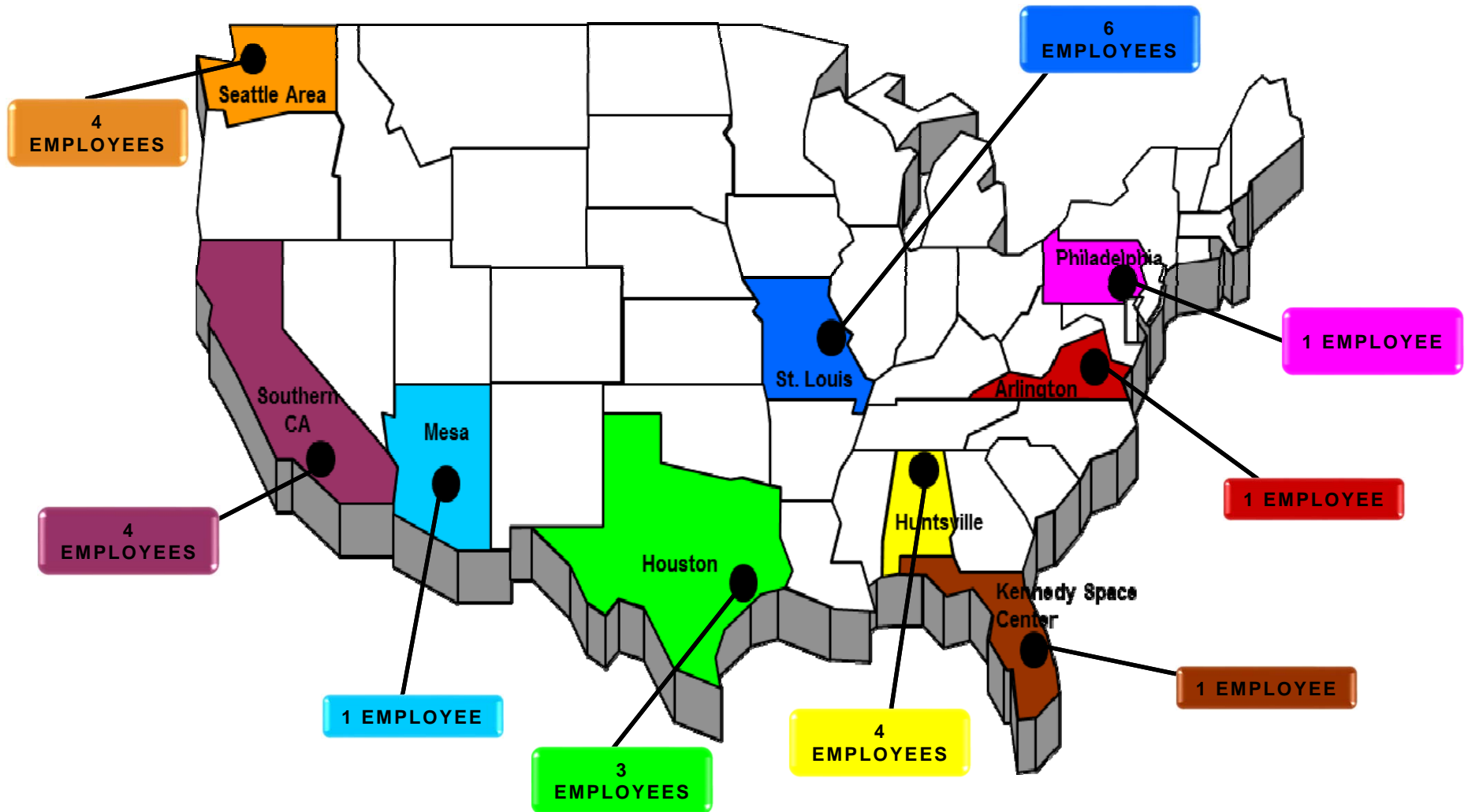
- **541330** Engineering Services
- **332710** Machine Shops
- **541712** Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology)
- **334419** Other Electronic Component Manufacturing
- **334417** Electronic Connector Manufacturing

## SLS

- **332722** Bolt, Nut, Screw Rivet, and Washer Manufacturing
- **332710** Machine Shops
- **334419** Other Electronic Component Manufacturing
- **541330** Engineering Services
- **334418** Printed Circuit Assembly (Electronic Assembly) Manufacturing



# Global Supplier Diversity Network



# Supplier Diversity Points of Contact

---

- **Commercial Crew SBLO**

- Megan Quinn
- [megan.k.quinn@boeing.com](mailto:megan.k.quinn@boeing.com)

- **ISS SBLO**

- Toni Hall
- [toni.b.hall@boeing.com](mailto:toni.b.hall@boeing.com)

- **SLS SBLO**

- Mark Clem (interim)
- [mark.a.clem@boeing.com](mailto:mark.a.clem@boeing.com)





# Supplier Resources

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## Boeing and Divisions

- Main Website
- Commercial Airplanes
- Defense, Space & Security (Defense)
- Defense, Space & Security (Space)
- Global Services
- Boeing News
- Investor Relations
- Features
- Conduct Guidelines Booklet

<http://www.boeing.com>

<http://www.boeing.com/commercial>

<http://www.boeing.com/defense/>

<http://www.boeing.com/space/>

<http://bgs.web.boeing.com/index.shtml>

<http://www.boeing.Mediaroom.com/>

<http://www.investors.boeing.com>

<http://www.boeing.com/features>

<http://ethics.whq.boeing.com/guidelines/GuidelinesBooklet.pdf>

## Boeing Current and Potential Suppliers

- Doing Business with Boeing
- What Boeing Buys
- Boeing Expectations
- Supplier Registration
- Supplier GATEWAY
- Exostar
- Terms and Conditions

<http://www.boeingsuppliers.com>

<http://www.boeingsuppliers.com/become.html#/hash2>

<http://www.boeingsuppliers.com/become.html#/hash3>

<http://www.boeingsuppliers.com/become.html#/hash5>

<https://app.suppliergateway.com/boeing/Login.aspx>

<http://www.boeingsuppliers.com/portal.html#/hash3>

<http://www.boeingsuppliers.com/terms.html>







**ZERO  
HARM**  
courage to care

# KBRwyle

## U.S. Government Services Overview

# Full Spectrum U.S. Government Services

KBRwyle includes three heritage government services organizations



**KBRwyle**

KBR

HTSI

Wyle

SGT



# KBRwyle - We Deliver

An integrated U.S. Government Services provider delivering full spectrum program life cycle services to ensure our customers' mission success



60+

U.S. Locations  
35+ Foreign Locations



10,500

Employees



\$1.8 Billion

Annual Revenue

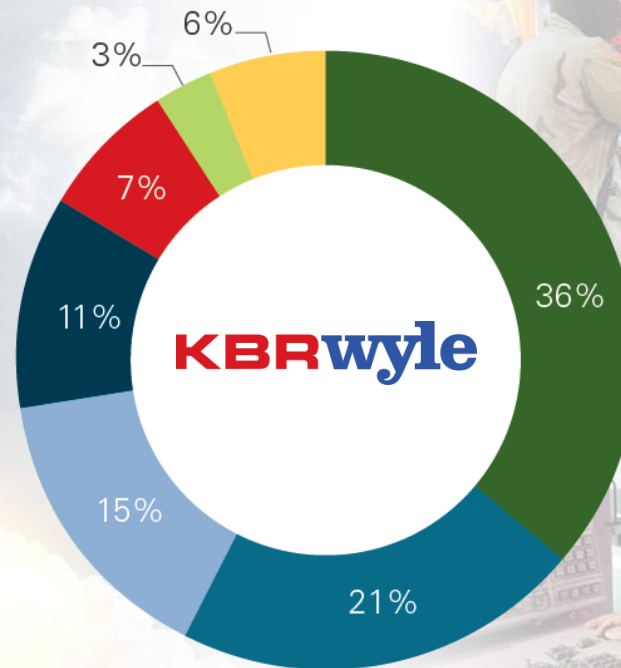
Note: 2016 pro-forma revenue

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# Customer Profile

Solving our customers' most challenging problems since 1940.

- 
- U.S. Army
  - U.S. Navy
  - NASA
  - U.S. Air Force
  - Other Defense and Civilian
  - Classified
  - Commercial Aerospace



# Delivering Mission Success



**GLOBAL LOGISTICS &  
MISSION SUPPORT**

- Recognized mission operations leader in the world's most challenging environments
- #1 Maintenance provider of prepositioned stock for U.S. Army and U.S. Marine Corps
- 25+ years as provider of logistics and exercise support to Eastern Europe
- 20+ years as a leading expeditionary support services provider



**ENGINEERING  
SUPPORT**

- #1 Systems Engineering and Technical Assistance (SETA) provider to U.S. Navy aviation and U.S. Army aviation
- 40+ years of development assistance to every major U.S. naval aviation platform
- 35+ years of Advisory and Assistance Services (A&AS) to U.S. Army missile defense
- Largest independent flight test organization in the U.S.



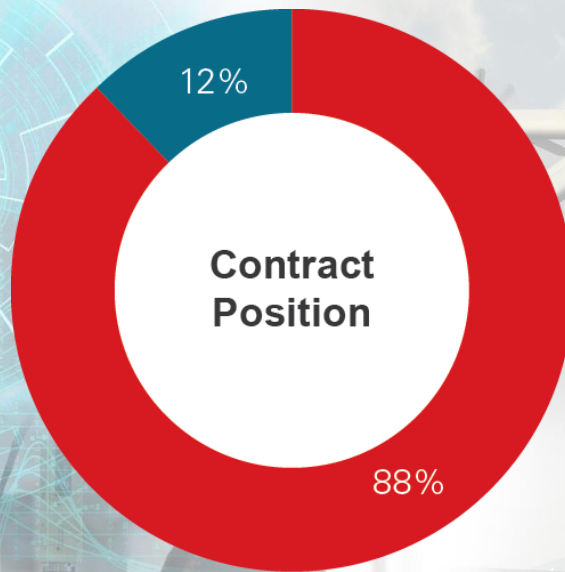
**SPACE  
MISSION SUPPORT**

- #1 life sciences provider to NASA
- 65+ years of pioneering space engineering and operations
- Supported every U.S. astronaut since 1968
- Key provider of ground systems and mission operations to NASA, U.S. Air Force and NOAA

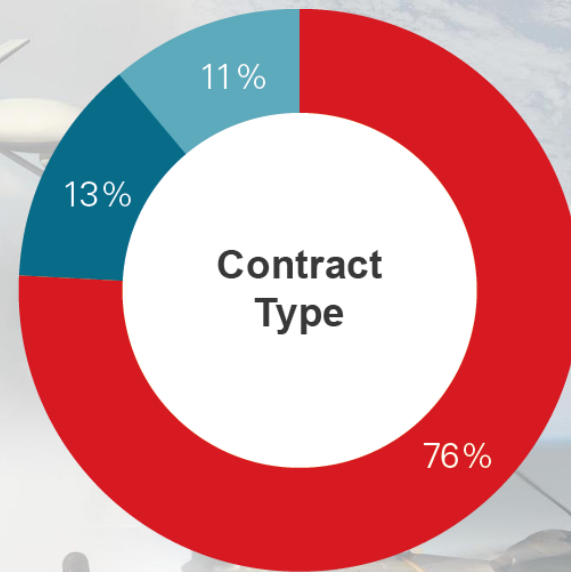


# Contract Profile

Playing a lead role in delivering domain and subject matter expertise on a variety of full life cycle, long-term missions and programs



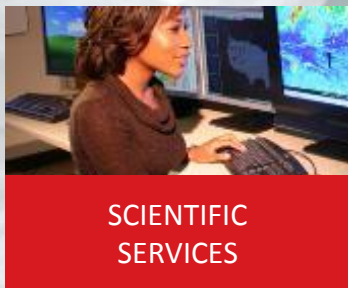
- Prime
- Subcontract



- Cost Plus
- Fixed Price
- Time & Materials

# Core Capabilities

Bringing unique tools, proven processes and outstanding customer satisfaction to the government's largest and most important programs



# Networking & Building Relationships

- Timing
- Go with who you know
- Center by Center
- Team composition
- Five year relationship



# NASA Locations & Contact info

- Johnson Space Center
- Ames Research Center
- Glenn Research Center
- Langley Research Center
- Goddard Space Flight Center
- Marshall Space Flight Center
- <https://kbr.com/markets/government/>

Brian Breen  
[brian.breen@kbrwyle.com](mailto:brian.breen@kbrwyle.com)

301-805-3088  
7515 Mission Drive  
Lanham, MD, 20706



The appearance of U.S. Department of Defense (DoD) visual information does not imply or constitute DoD endorsement.  
Photos courtesy of U.S. Army, Navy, Air Force and NASA. M0032-2016-KBRwyle-12-2016

A dark blue world map is centered in the background of the slide, showing the outlines of continents and major landmasses.

# PAE

August 3, 2018

Enduring Support | Essential Missions

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From our founding in 1955, PAE has offered enduring support to the essential missions of the U.S. government, its allied partners and international organizations. Today, approximately 20,000 members of our global workforce perform with excellence and dedication in more than 60 countries, on all seven continents, in some of the world's most challenging regions. We attribute our success to the quality of our team member's work and the integrity and high ethical standards that define our business operations.

With expertise in a wide range of areas, PAE employees ensure the readiness of the U.S. government to implement homeland security, defense and civil government missions as well as foreign policy and national security objectives around the world. In addition to these core capabilities, PAE is proud to offer a broad range of products to solve the challenges of predicting and preventing asymmetric threats:

- Global Logistics and Stability Operations: Supports the implementation of U.S. foreign policy objectives through worldwide diplomacy missions
- Infrastructure Management: Operates and manages large scale facilities and infrastructure for military and civilian personnel and supports critical test, training and space ranges
- Force Sustainment: Supports comprehensive military and civilian aircraft fleet in established and remote locations.
- Information Optimization: Provides essential adjudication support and business process outsourcing serving critical national security missions.
- Counter-Threat Solution: Provides multi-dimensional intelligence, technology and training solutions, as well as full spectrum UAS services.
- #1 Services Provider to the DoS: 2017 BGOV200 Report
- #1 Professional Services Firm: 2016 Washington Technology Top 100
- #3 Provider of Services to the USG in Africa: 2017 FPDS Query

PAE currently holds NASA contracts at JSC, Stennis and MAF

PAE provides services and purchases using NAICS codes if applicable

- Construction/general contracting
- Electrical
- Roofing
- Welding
- Consulting
- Elevator maintenance
- HVAC
- Abatement and Remediation
- Architectural and engineering
- Underwater services/inspection
- Fencing
- Logistics
- Reliability centered maintenance
- Maintenance, Repair and Operations suppliers
- Aircraft parts
- Automotive parts
- Chemicals
- Computers and peripherals
- Electronic components
- Hardware
- Insulation
- Lumber
- Pipes/valves/fittings
- Office supplies
- Food
- Vehicles



In 2017, PAE awarded \$592M to small businesses. It is PAE's policy to develop and sustain a diverse supplier base that fosters strategic relationships, customer satisfaction, and growth. Small businesses or universities may contact PAE's Small Business Liaison Office at [sblo@pae.com](mailto:sblo@pae.com) to discuss opportunities with PAE.

PAE partners with universities for scientific, engineering, and research and development opportunities with the US Government also partnering with HBCU's. PAE successfully negotiating the first Mentor-Protégé Agreement with an HBCU under NASA's Mentor-Protégé program at the NASA Johnson Space Center.

### Tips for Success for Companies and Universities: Working with Primes

- Do your homework BEFORE you make contact with a prime contractor. Research your future customer, the market place, and how your company can be a differentiator for that customer.

- Develop a relationships with not only the prime contractor but other small business that can expand your capabilities, offerings, and make you an attractive strategic partner.
- This relationship is a two way street. You are looking for new business opportunities and so is the prime. This could open doors to new contacts in the prime contractor's organization.

### PAE POC for small business information:

NASA JSC: Linda Waters Performance Manager,  
Linda.K.Waters@NASA.Gov

Corporate Wide: Tim Short, Small Business Liaison Officer

E-mail: [sblo@pae.com](mailto:sblo@pae.com)

Website: <https://www.pae.com/about-pae/Suppliers-and-Small-Business-Opportunities>

## NASA JSC Facilities Support Services Contract

Stephen Brettel  
Program Director  
281-244-5874  
[stephen.p.brettel@nasa.gov](mailto:stephen.p.brettel@nasa.gov)

SB Program POC:  
Linda Waters  
Performance Manager  
281-483-875  
[linda.k.waters@nasa.gov](mailto:linda.k.waters@nasa.gov)





STINGER  
GHAFFARIAN  
TECHNOLOGIES

**KBR**wyle

# ***NASA HBCU/MI Technology Infusion Road Tour University of Hawai'i-Manoa***

## ***“Tips for Success” Building and Maintaining Relationships with Prime Contractors***

***Presenter: Chemise Smith  
Small Business Liaison Officer***

*August 15, 2018*



## CORE COMPETENCIES

**Performing Work** (*Highly recognized for Engineering Services*):

- ❑ **Engineering:** Spacecraft, Systems and Instruments, Software Engineering, Systems Engineering and Integration
- ❑ **Scientific Analysis:** Orbital and Global Climate Change Analysis
- ❑ **Mission Operations:** Human Spacecraft and Weather Operations
- ❑ **Information Technology:** Cyber Security, Enterprise Computing, Application Services

**Supports (7) NASA Centers:** Ames, Glenn, Goddard, Johnson , JPL, Kennedy, and Langley AFB

**Additional Federal Clients:** Department of Transportation (DOT)/FAA, Department of Interior (DOI), Department of Defense (DoD), and NOAA



## What Does SGT Purchase

- ☐ Space Flight Hardware and Software
- ☐ Mechanical Hardware
- ☐ IT Software Maintenance and Hardware
- ☐ Engineering Services
- ☐ Machine Parts and Prototyping

**NAICS Codes:** 541330, 541512, 541611, 541715, 541990

## HBCU/MI Expertise for teaming opportunities:

- ☐ Master to PhD level staff support
- ☐ Computer Scientist
- ☐ System Engineers
- ☐ Software Developers

*Internships in relevant areas of expertise*





## Selecting Potential Small Business (SB) Partners

- Niche and complimentary capabilities that align with SGT Federal Programs
- Relevant work/successful past performance
- Quality assurance industry certifications such as ISO, AS9100, CMMI
- Work seamlessly as a trusting teaming partner
- Responsive to timelines and contract delivery requirements

## Marketing to Prime Contractors (Tips for Success)

- Establish your strategy and direction (i.e., identify core technology strengths, target opportunities)
- Target Large Business (LB) Primes that share similar technology expertise and commitment to the mission critical needs of our customers
- Become a valuable teaming by partner participating in the recruiting process, play an active role, and stay in engaged
- Contact the LB Prime's SB Office for Introductions to Program Management.



STINGER  
GHAFFARIAN  
TECHNOLOGIES

**KBR**wyle

***Presenter:***

***Chemise Smith***

***Small Business Liaison Officer***

7701 Greenbelt Road

Greenbelt, MD

(301) 464-7584

[csmith@sgt-inc.com](mailto:csmith@sgt-inc.com)

[www.sgt-inc.com](http://www.sgt-inc.com)



**UNIVERSITIES SPACE RESEARCH ASSOCIATION**  
7178 COLUMBIA GATEWAY DRIVE  
COLUMBIA, MARYLAND 21046

410-730-2656  
[www.usra.edu](http://www.usra.edu)



# USRA Was Founded in 1969

“I would like to propose that the Academy take initiative in convening the representatives of a number of appropriate universities to discuss the formation of such a consortium.”

James E. Webb, NASA Administrator, 1961 – 1968  
In his 1965 letter to Frederick Seitz, President of the National Academy of Sciences

“To constitute an entity by means of which universities and other research organizations may cooperate with one another, with the governments of the United States and other nations, and with other organizations toward the development and application of space-related science, technology, and engineering.”

From the USRA Articles of Incorporation

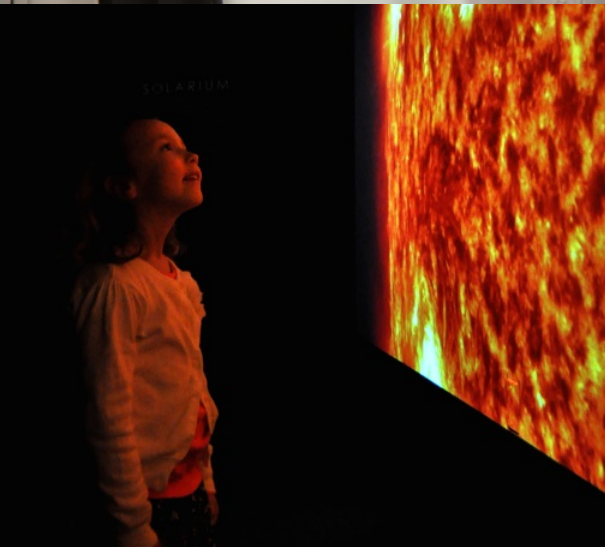


# USRA Is Driven by Its Mission and Values



## OUR MISSION

- Advance the space- and aeronautics-related sciences and exploration through innovative research, technology, and education programs;
- Promote space and aeronautics policy; and
- Develop and operate premier facilities and programs by involving universities, governments, and the private sector for the benefit of humanity.



## OUR VALUES

- **Passion**—for science, technology, and education.
- **Partnerships**—with universities, governments, and the private sector.
- **Professionalism**—through excellence, accountability, and respect for others.

# USRA Is Overseen by a Council of Institutions

## Region V

University of Bern  
The University of British Columbia  
University of Canterbury  
The Chinese University of Hong Kong  
University of Cologne  
École Polytechnique Fédérale de Lausanne  
University of Leicester  
The University of Sheffield  
University of Stuttgart  
The University of Sydney  
Technion - Israel Institute of Technology  
Tel Aviv University  
University of Toronto

## Region VI

The University of Chicago  
University of Illinois at Urbana-Champaign  
Indiana University  
The University of Iowa  
Iowa State University  
University of Michigan  
Michigan Technological University  
University of Minnesota  
Montana State University  
The University of Nebraska-Lincoln  
Northwestern University  
Purdue University  
University of Wisconsin - Madison

## Region I

Boston College  
Boston University  
Brandeis University  
Brown University  
University of Connecticut  
Harvard University  
Massachusetts Institute of Technology  
University of New Hampshire  
Tufts University  
Yale University

## Region IX

University of Alaska Fairbanks  
University of California - Berkeley  
California Institute of Technology  
University of California, Los Angeles  
University of California, San Diego  
University of California, Santa Barbara  
University of Hawai'i  
University of Southern California  
Stanford University  
University of Washington

## Region VIII

The University of Arizona  
Arizona State University  
University of Arkansas  
University of Colorado Boulder  
Colorado School of Mines  
University of Denver  
The University of Kansas  
The University of New Mexico  
New Mexico State University  
The University of Oklahoma  
Oklahoma State University  
Utah State University  
Washington University in St. Louis

## Region VII

Alabama A&M University  
The University of Alabama in Huntsville  
Auburn University  
Baylor University  
University of Houston  
Louisiana State University  
Mississippi State University  
Rice University  
Texas A&M University  
Texas Tech University  
University of Texas at Arlington  
University of Texas at Austin  
University of Texas at Dallas  
University of Texas Medical Branch at Galveston

## Region IV

University of Central Florida  
The College of William & Mary  
University of Florida  
Florida State University  
Georgia Institute of Technology  
Hampton University  
North Carolina A&T State University  
North Carolina State University  
Old Dominion University  
University of Tennessee, Knoxville  
Vanderbilt University

## Region II

University at Buffalo, SUNY  
Columbia University  
Cornell University  
Lehigh University  
New Jersey Institute of Technology  
New York University  
The Pennsylvania State University  
Princeton University  
Rensselaer Polytechnic Institute  
University of Rochester  
Rochester Institute of Technology  
The Rockefeller University  
Stony Brook University, SUNY  
University of Pittsburgh

## Region III

Case Western Reserve University  
University of Delaware  
George Mason University  
The George Washington University  
Georgetown University  
Howard University  
Johns Hopkins University  
University of Maryland  
Ohio University  
The Ohio State University  
University of Virginia  
Virginia Polytechnic Institute & State University



**110 member institutions, in the U.S. and worldwide.**

**Council representatives:**

- Establish Bylaws
- Elect Board of Trustees
- Guide public policy advocacy



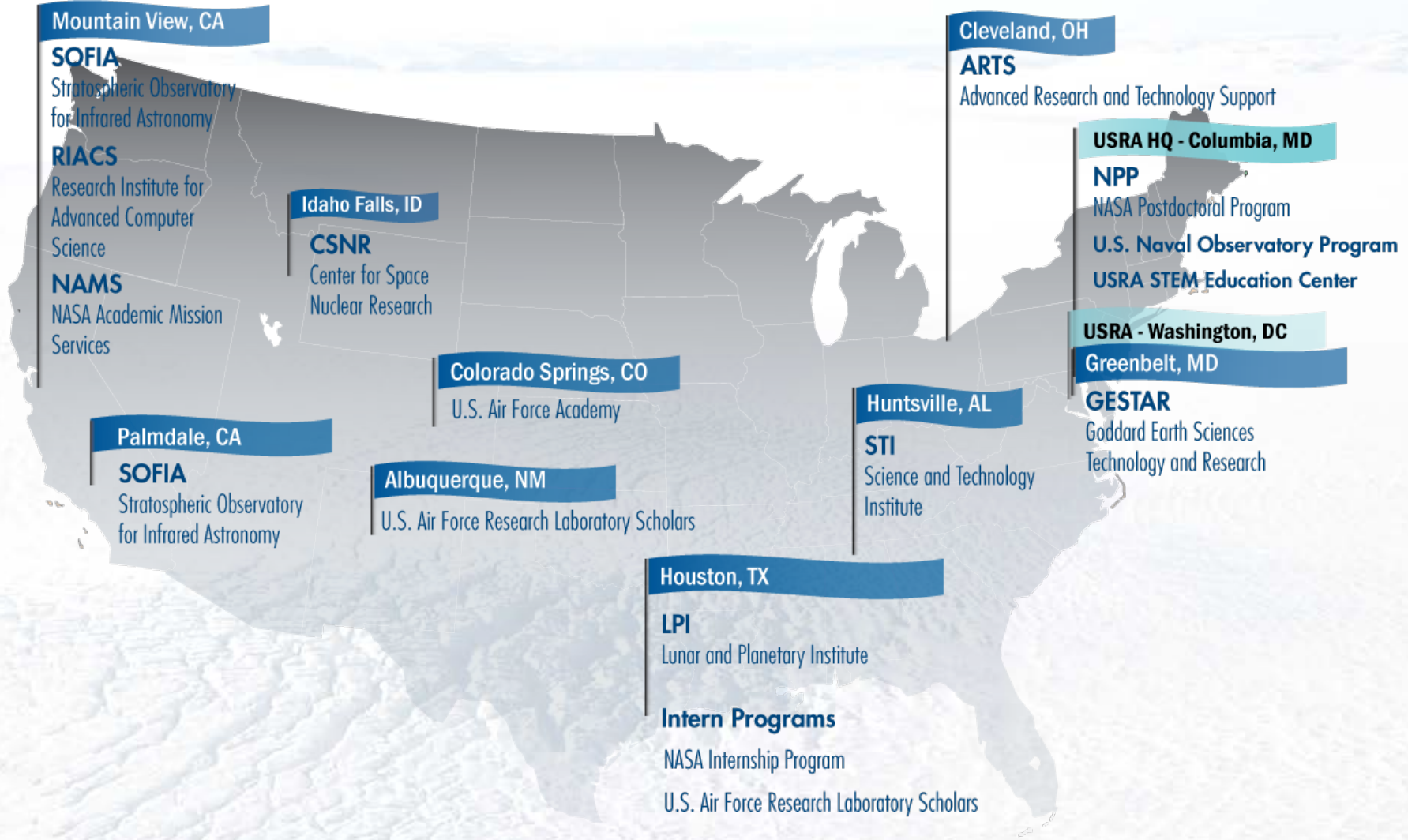
# University Membership in USRA

- USRA Members belong to a community of more than 100 Ph.D. granting universities which are active in space science and/or aerospace research and development.
- USRA Members affect the governance of USRA programs and institutes which benefit individual researchers at universities across the country and around the world.
- USRA facilitates connections and collaborations among its member universities and Federal agencies.
- Membership ensures awareness of opportunities for collaboration and participation with USRA's programs and institutes, and possible partnerships on institutional proposals to Federal agencies.
- USRA helps to bring university expertise to Federal agencies.





# ...From California to Maryland



# USRA's Core Competencies Span a Broad Range of Space- and Aeronautics-Related Disciplines



## What We Do:

- Astronomy and Astrophysics
- Earth Sciences
- Aeronautics
- Planetary Science
- Quantum Computing
- Materials Science
- Fluid Physics
- Space Nuclear Power and Propulsion
- Computational Sciences
- Advanced Technology Development
- Facility Management and Operation
- Education and STEM Workforce Development

# USRA Operates Programs Benefitting the University Community

- USRA operates SOFIA, soliciting proposals from the community and allocating observing time and funding.
- USRA manages internship programs for NASA and the Air Force Research Laboratory, providing research opportunities for more than 1200 undergraduate and graduate students annually.
- USRA provides research opportunities for undergraduate and graduate students across many of its own programs.
- USRA manages the NASA Postdoctoral Program, providing postdoctoral experiences to new graduates at all NASA centers.
- USRA operates the Quantum Computer at NASA/Ames, soliciting proposals from the community and allocating time.
- USRA's annual Lunar and Planetary Science Conference draws more than 1700 university faculty, undergraduates and graduate students.

# Collaborating with USRA

## Connect with USRA Programs for Collaborative Opportunities:

- Weblink:  
<https://www.usra.edu/about-usra/doing-business-usra>
- Identify highly specialized areas of research for NASA, DoD, NSF proposal opportunities
- Meet USRA Program Directors and PI's at Conferences and workshops

## HBCU/MI Expertise for teaming opportunities:

- Participate in USRA's Program at Ames: NASA Academic Mission Services R&D Collaborations in key technical areas:
  - ❖ Faculty and intern teams (Masters and PhD level)
  - ❖ R&D Student Program: Co-Op projects for students at NASA
  - ❖ Innovation Lab – utilizing NASA Ames Material Science lab with industry and universities
  - ❖ Find common areas of research for subcontracting



# Tips for Success

## Selecting Potential University and Small Business (SB) Partners

- Identify specialized areas of research and development that align with USRA's Programs
- Participate in our research and development committees for Science and Technology
- Identify research area of interest to our customers:
  - NASA Ames: Bio and Material Science, Quantum Computing, Aeronautics Research
- Participate in Contractor Councils at the various NASA centers
  - Join the Ames Contractor Council Meeting and meet other Primes and Small Businesses
  - Participate in joint venture session hosted by Ames Small Business Liaison in which Primes participate

# Contact Information

- For Introductions to USRA's various Program Management:

Presenter: **Saba Hussain**  
Program Development Manager  
Mountain View, CA  
(650) 279-9807  
shussain@usra.edu  
[www.nams.usra.edu](http://www.nams.usra.edu)  
[www.usra.edu](http://www.usra.edu)

A large, three-dimensional sculpture of the USRA logo. The letters 'USRA' are in a bold, sans-serif font, with the 'U' and 'S' partially enclosed by a circular ring. The sculpture is made of dark material and is supported by two brick pillars. The background shows a dense forest of trees.

# USRA

**UNIVERSITIES SPACE RESEARCH ASSOCIATION**

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COLUMBIA, MARYLAND 21046

410-730-2656

[www.usra.edu](http://www.usra.edu)